



Employees at LINAK in Louisville, KY have the ability to give themselves a raise everyday. Throughout their 120,000 sq. ft. sales and manufacturing facility, all workstations are height adjustable by the simple touch of a button. This allows employees of all different heights to choose between a multitude of sit and stand positions. The company itself specializes in providing electric movement solutions and has been a main advocate in bringing the Scandinavian norm of using adjustable desks to North American furniture manufacturers.

"We have learned to use the desks as a selling point to potential hires. Everyone is always so intrigued by the desks. Their first reaction is "wow" that desk moves, but after a while it becomes a feature they don't want to live without," says Lisa Tabler, Risk Manager.

"I really like that I can adjust my desk. I get antsy and want to stand to work. I do this several times a day. It is a nice change of pace. It also comes in handy when I am working with someone else at my desk," says Mike Pecore, Engineer.

LINAK is not the only company making the change to adjustability. The market for sit stand desks has started to explode with many mainstream companies looking to add flexibility and make the most of their office "real estate." This is a change from seven years ago when companies were buying the desks only as a way to accommodate the disabled workforce and to combat rising musculoskeletal disorder claims.



If you have doubts, imagine this...

You are driving a car and there are no adjustments on the seat or wheel. Now imagine you are driving this car 40 hours a week, 49 weeks a year with little movement away from the seat. The seat is about two inches too close to the pedals, so you feel a little cramped. How motivated would you be to get back to your car seat each day? How would you feel at the end of the day?

Most people don't spend this much time in their car, but you do spend that much time at your desk.

Now imagine, when you start to feel restless at your desk you can push a button to stand and work. You have more energy and feel more productive. Also you notice there is a little more room in your waistline; the extra calories you burned by intermittently standing are paying off.

We don't live in a "one size fits all" world, so why is there a "one size fits all" attitude about office furniture?

To request a list of manufacturers of sit stand desks and get more information on how to give yourself a raise, please e-mail amhall@linak-us.com



WE IMPROVE YOUR LIFE

Home Run

Logistics, health care, and tourism lead the bases.

by Robyn Davis Sekula

Armed with a freshly printed bachelor's degree, Dave Dafoe descended on Louisville in 1989 with the idea that he wouldn't be here long. But something unexpected happened: He fell in love with Louisville.

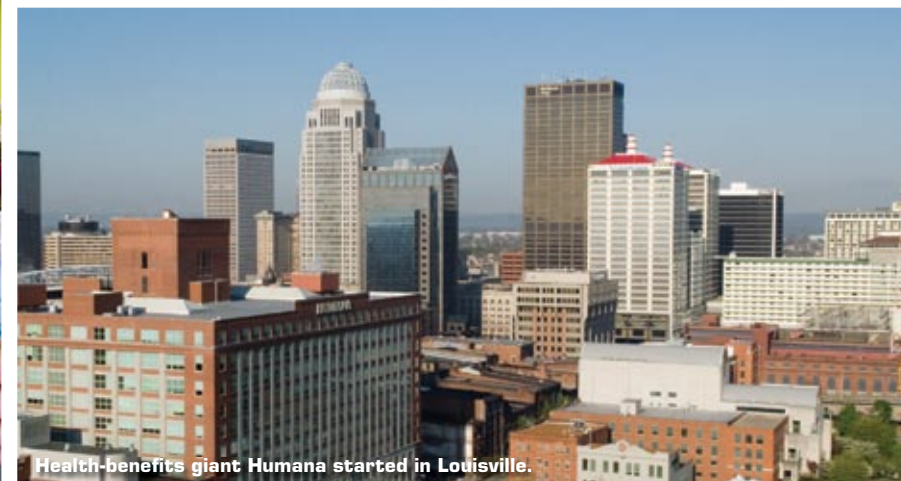
Dafoe, now 45, felt it was ripe with business opportunity. In 1992, he started his own company, Pro-Liquitech, which develops beverages for other companies.

By 2006, he had moved the business to a freshly renovated historic building downtown. He's within blocks of the historic Brown and Seelbach hotels, scores of locally owned restaurants, and Louisville's Waterfront Park. There's nowhere else Dafoe would rather live. "I think this is a great place to run a business," he says.

Business leaders have been singing the praises of the Derby city lately.



Dave Dafoe, Pro-Liquitech founder



Health-benefits giant Humana started in Louisville.



UPS is Louisville's largest employer.

Louisville's economy has grown because of many factors working together, according to Mayor Jerry Abramson. One of the most significant was the 2003 merging of Jefferson County and Louisville City governments into one organization, which helped the area compete for business interests.

One of the engines driving economic development is UPS, Louisville's largest employer. Its global operations center headquartered at Louisville International Airport processes an average of 304,000 packages per hour. The company is in the midst

of an expansion set for completion in 2010 that will increase its capacity to sorting 487,000 packages per hour. UPS employs roughly 20,600 people in Louisville, and the expansion will create more than 5,000 new jobs.

UPS Airlines, a subsidiary of UPS headquartered in Louisville, handles the company's next-day and two-day air packages. The airline, which is the eighth largest in the world, comprises the company's 284 jets and 2,800 pilots, as well as other related employees.

Largely thanks to UPS, the city's two airports, Louisville International Airport and Bowman Field, comprise the largest employment center among private operations in the area, generating more than 43,000 total jobs and \$1.8 billion in total annual payroll.

UPS has spawned another industry in Louisville: biologistics. The handling and distribution of both biologics and biotech drugs perhaps makes sense with Louisville's growing health-care industry. Two California-based drug research and development companies, Amgen and Genentech, have distribution centers in Louisville.

UPS positions Louisville as a leader in the logistics field in general, says Joe Reagan, president and CEO of Greater Louisville Inc., the metro chamber of commerce.

"Louisville is really an emerging hot spot in the country right now," Reagan says. "There is a lot of buzz about the business community. The two growth sectors are health and logistics. Both of those sectors have huge global implications."

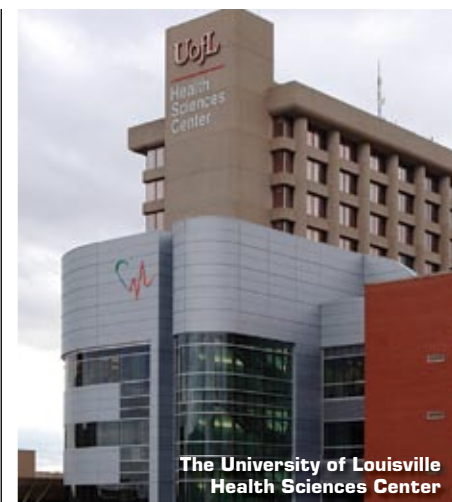
Louisville and the surrounding area has benefited from Kentucky's strategy for developing a technology-based new economy, according to the Kentucky Cabinet for Economic Development. Research and development in the region is booming in areas such as medical devices, pharmaceuticals, biotechnology, and life sciences.

HEALTH CARE THRIVES

Ground-breaking research is part of

the health-care story in Louisville. With a \$3.5 billion annual payroll and 85,000 regional employees, the health industry is one of the city's largest economic drivers, according to Gerald Joiner of the Health Enterprises Network.

Most of the research takes place in the downtown Louisville Medical Center. The University of Louisville Health Sciences Center, Jewish Hospital and St. Mary's HealthCare, and Norton Healthcare are based there and involved in the bulk of the research. Another venture within the Medical Center is MetaCyte Business Lab, which creates and accelerates the develop-



COURTESY OF UNIVERSITY OF LOUISVILLE/TOM FROBERHOUSE



"Louisville is such a great community that it's easy to recruit high-quality physicians."

— Susan Stout Tamme, Baptist Hospital East president and CEO

ment of life-science and health-care technology businesses in the region.

U of L has been in part responsible for pioneering research in bone-marrow transplants, a cervical cancer vaccine, and treatment for spinal cord injuries. The Cardiovascular Innovation Institute — a partnership between U of L and Jewish — opened in January to find better treatments for cardiovascular diseases. U of L surgeons at Jewish Hospital implanted an artificial heart for the first time in 2001, while a team of physicians and researchers from Jewish Hospital, U of L, and Kleinert, Kutz and Associates Hand Care Center completed



Kosair Children's Hospital's oncology unit

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three hand transplants, the first in 1999.

Health-benefits giant Humana started in Louisville in 1961. The Fortune 500 company with 2006 revenue of \$21 billion now has 11.3 million members and 22,000 employees across the United States. About 8,400 employees work in Louisville. Humana is known locally as the builder of one of the city's most architecturally significant buildings, the Michael Graves-designed Humana Building on Main Street.

Kindred Healthcare operates long-term acute-care hospitals, nursing centers, pharmacies, and rehabilitation services. Kindred has roughly 56,000 employees across the United States — approximately 2,300 of them in the Louisville area.

Later this year, PharMerica Corp. will form in a merger of the institutional pharmacy divisions of Kindred and AmerisourceBergen, making it the second-largest provider of institutional pharmacy services in the nation. Its headquarters will be in Louisville, Kindred officials say.

There are several medical facilities in the area. Jewish Hospital owns major centers in Louisville and Shelbyville, Kentucky, plus Clark Memorial Hospital in Jeffersonville, Indiana. Norton Healthcare owns and operates Kosair Children's Hospital, the only freestanding, full-service hospital in Kentucky



Kerry Stemler, president of construction firm K.M. Stemler Co.

dedicated to children.

Floyd County's Floyd Memorial Hospital and Health Services in New Albany, Indiana, opened a heart and vascular center in 2005, as well as an emergency center and laboratory and Women's Imaging Center.

Harrison County Hospital in Corydon, Indiana, an acute-care community hospital, is building a new hospital campus set to open in January 2008.

Baptist Hospital East has 407 acute- and skilled-care beds and plans a 112-bed expansion. Susan Stout Tamme, president and CEO of Baptist East, says the hospital and the health-care indus-

try in Louisville is growing in part because of hard work by city leaders to promote Louisville as a leader in health care. "Louisville is such a great community that it's easy to recruit high-quality physicians," Tamme says.

MANUFACTURING, TOURISM

Other notable employers in Louisville fall into a variety of categories. Brown-Forman Corp. is one name closely associated with Louisville; the company makes Jack Daniel's products, Finlandia vodka, Korbel champagnes, and a host of other wines and liquor around the world. Brown-Forman em-



High-tech careers in Kentucky still permit low-stress lifestyles

In Kentucky, a fast-track, high-tech career doesn't require a long, slow commute to the office.

Here you can enjoy a more relaxed lifestyle that includes a low cost of living, housing costs 30 percent less than the national average, excellent schools, and postcard-quality scenery everywhere you look.

Kentucky is also extremely friendly to business. Innovative tax incentives and business development programs, a highly skilled workforce, and central U.S. location are just a few of the reasons why Kentucky was ranked as one of the Top 10 Business Climates by Site Selection magazine.

Kentucky makes a great location for corporate headquarters and regional offices. Companies such

as Ashland, Inc., Toyota Motor Manufacturing North America, Fidelity Investments, GE Capital Information Technology Solutions, Humana, Alltech, and YUM Brands all have their homes here.

High-tech entrepreneurs and start-up companies love Kentucky's world-class research institutions and early-stage funding resources. Our statewide Innovation and Commercialization Centers offer free management training and can help in developing business plans and obtaining private funding. We're also the only state to match both Phase 1 and Phase 2 federal SBIR-STTR awards to our high-tech businesses.

Working hard shouldn't mean you have to live where everything else is hard. Kentucky makes things easy.



EDUCATIONAL SELECTIONS

Aspiring chefs, entrepreneurs, doctors, lawyers, and engineers have a place to gain an education in Louisville.

The dominant player is the **University of Louisville** (louisville.edu), a state-supported university with roughly 22,000 students on three campuses. The university has 11 colleges and schools, including engineering, law, dentistry, and medicine.

Students at both the university and **Jefferson Community and Technical College** (jcc.kctcs.edu) can get a great deal if they'll take a part-time package-handling job at UPS: free tuition through the **Metropolitan College** (metro-college.com) program. Some 75 percent of part-time package handlers at UPS' Worldport air hub are full-time students.

Sullivan University (sullivan.edu) along with **Spencerian College** and **Louisville Technical Institute**, which are part of Sullivan, offer associate's, bachelor's, and master's degrees in several disciplines, as well as a culinary school. Courses of study include medical, hospitality, and business. — RDS



Cabinet for Economic Development

For more information about Kentucky, call 1-800-626-2930 or visit www.ThinkKentucky.com/dci/pace6

employs roughly 1,300 people in Louisville.

Ford Motor Co. has two manufacturing plants in Louisville that boast a combined 8,745 employees. The Kroger Co. stores and distribution facility employs a little more than 5,000. Louisville is also home to the global headquarters of GE Consumer & Industrial, which develops and manufactures appliances.

Across the Ohio River in Southern

Indiana, a host of manufacturing companies are bolstering business by becoming suppliers of components other companies need, says Michael Dalby, president and CEO of One Southern Indiana, the economic development and chamber of commerce organization for Clark and Floyd counties. Dalby believes the entire region has potential to grow those businesses and attract related

ones, as Southern Indiana boasts one of the largest tracts of available land close to a metro area in the United States.

"Southern Indiana has an abundance of opportunity," says Kerry Stemler, president of K.M. Stemler Co., a construction company in New Albany, Indiana, and chairman of the board of One Southern Indiana. "We are part of a large metro area. We still have the



Yum Brands' headquarters

FOOD CITY

Some of the world's most popular restaurants have ties to Louisville. Yum Brands, which owns A&W All American Food, Kentucky Fried Chicken, Long John Silver's, Pizza Hut, and Taco Bell, is headquartered in Louisville. With some 34,000 restaurants in 100 countries, Yum is the largest player in the restaurant business in Louisville.

Other chain restaurants with headquarters in Louisville include Papa John's. The international pizza chain started in Jeffersonville, Indiana, in 1984 and today has 3,000 restaurants around the world. Texas Roadhouse, which features hand-cut steaks, first opened in Clarksville, Indiana, in 1993 and now has 261 U.S. locations. Tumbleweed Southwest Grill, a Tex-Mex chain, first opened in New Albany, Indiana, in 1975 and now has 63 restaurants mostly in the United States. — RDS

"Main Street in Louisville, Kentucky, will be one of the most exciting places in the country."

— Joe Reagan, president and CEO, Greater Louisville Inc.

advantages of that large metro core, and within 750 miles of here, we reach 60 percent of the U.S. population."

Tourism, too, is a major driver in the Louisville economy. About 30,000 people are employed in tourism-related businesses in Louisville, says James T. Wood, president and CEO of the Greater Louisville Convention and Visitors Bureau. "Tourism is a billion-and-a-half-dollar industry on an annual basis," Wood says. Two of the city's tourism assets are the Kentucky Exposition Center, located near the airport, and the Kentucky International Convention Center in downtown Louisville. The convention center went through a major renovation and expansion in recent

years, and the Exposition Center is doing so now.

Of course, one of the biggest tourism boons in Louisville is the Kentucky Derby Festival and Derby. The Derby, set annually for the first Saturday in May, is preceded by two weeks of events. Thunder Over Louisville, the largest single-day event in the region, kicks off the festival with approximately 500,000 people attending. With 60 tons of fireworks shells used during a 28-minute show, it's the largest fireworks extravaganza in North America. Other events during the Derby festival include a marathon, balloon race, and parade. Some 1.5 million people attend Derby Festival events, with a total eco-

nomie impact estimated at \$93 million. The Derby itself brings in 150,000 or more people each year.

Business leaders know what's possible here and want to tap into the potential via a new campaign called Brand Greater Louisville. Louisville-based advertising firm Red7e will develop marketing messages and themes this summer. Dan Barbercheck, president of Red7e, says such a branding campaign can help market the region as it continues to grow.

Greater Louisville Inc.'s Reagan believes the city is poised to play in the big leagues. "Main Street in Louisville, Kentucky, will be one of the most exciting places in the country," he says.

'Sunny Side' of Louisville

From the river cities of Jeffersonville, Clarksville and New Albany in Southern Indiana you are directly across from downtown Louisville



Gen. George Rogers Clark Replica Cabin
home site of Revolutionary War hero

Falls of the Ohio State Park
400-million-year-old exposed Devonian fossils

Lewis and Clark Handshake Statue marks where they
met in 1803, recruited, departed and returned in 1806



Gen. George Rogers Clark Cabin, Falls of the Ohio State Park, Lewis and Clark Expedition

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